

Message Text

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PAGE 01 PRAGUE 01554 071459Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----071647Z 098896 /43

R 071300Z JUN 77
FM AMEMBASSY PRAGUE
TO USDOC WASHDC
INFO SECSTATE WASHDC 2885
AMEMBASSY BUCHAREST
AMEMBASSY VIENNA
AMEMBASSY WARSAW

UNCLAS PRAGUE 1554

VIENNA FOR TRADE FAIR SUPPORT OFFICE

E.O. 11652: N/A
TAGS: BEXP, CZ
SUBJECT: PLASTICS PRODUCTION TSS: BRATISLAVA

REF: BUCHAREST 3599 (NOTAL)

1. EMBASSY HAS DELAYED REPORT ON BRATISLAVA SEGMENT OF PLASTICS PRODUCTION TSS PENDING RECIPT OF FINAL BILL FROM INCHEBA FOREIGN TRADE ORGANIZATION. BILL STILL HAS NOT ARRIVED, AND FINANCIAL REPORT WILL BE SENT WHEN IT DOES.

2. EMBASSY SHARES DISSATISFACTION WITH THIS TSS EXPRESSED REFTEL AND BELIEVES A NUMBER OF STEPS CAN BE TAKEN TO INSURE BETTER RESULTS IN FUTURE AS RESULT OF BRATISLAVA EVENTS. EMBASSY RETAINS HIGH INTEREST IN STAGING TRADE PROMOTION ACTIVITIES IN SLOVAK CAPITAL DESPITE UNAVOIDABLE RISKS INVOLVED DUE TO DISTANCE FROM PRAGUE AND CONSEQUENT LESSER DEGREE OF CONTROL EXERCISED BY EMBASSY STAFF.

3. THS YEAR'S TSS MARKED ONLY SECOND EPISODE IN
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OUR BRATISLAVA HISTORY, BUT WITH THIS EXPERIENCE, WE WILL IN FUTURE B ABLE TO HANDLE DIRECTLY MORE OF ADMINISTRATIVE DETAILS THAN PREVIOUSLY. AT THE SAME TIME, EMBASSY MUST MAINTAIN ITS LINK WITH INCHEBA, NOT ONLY FOR TSS PURPOSES BUT FOR SUPPORT IF DECISION IS MADE TO CONTINUE CHEMICAL FAIR PARTICIPATION. INCHEBA'S MAIN CONTRIBUTION TO SEMINARS WILL BE IN

PROVIDING INVITATION LISTS AND PROVIDING CO-SPONSORSHIP, WHICH IS ESSENTIAL FOR ALL TRADE SEMINARS.

4. IN WORKING WITH INCHEBA, IT WILL BE WISE TO OBTAIN FROM THE FTO, IN WRITING, A DESCRIPTION OF WHAT THE FTO UNDERSTANDS ITS RESPONSIBILITIES TO BE. SUCH A PROCEDURE SHOULD OBVIATE MANY OF PROBLEMS ENCOUNTERED AT THE LAST MINUTE THIS YEAR, SOME OF WHICH RESULTED FROM THE CONSIDERABLE VARIANCE BETWEEN WHAT INCHEBA UNDERSTOOD THE ARRANGEMENTS SHOULD BE AND WHAT THE ADVANCE OFFICER BELIEVED H HAD BEEN TOLD THE ARRANGEMENTS WOULD BE. IT IS ALSO ADVISABLE TO SCHEDULE THE ADVANCE TRIP WHEN AN EMBASSY OFFICER WILL BE AVAILABLE TO TRAVEL TO BRATISLAVA (THIS YEAR'S ADVANCE TRIP COINCIDED WITH ANOTHER TSS BEING HELD IN PRAGUE AND NO EMBASSY OFFICER WAS AVAILABLE TO ACCOMPANY ADVANCE OFFICER).

5. EXPERIENCE IN BRATISLAVA THIS YEAR ALSO DEMONSTRATES NEED FOR EXERCISING EXTREME CARE IN SELECTING TOPIC AND RECRUITING FIRMS. CZECHOSLOVAK INTEREST IN THIS YEAR'S EVENT TENDS TO CONFIRM EMBASSY MISGIVINGS ABOUT STRIKING AT THE SAME TARGET TWO YEARS IN A ROW. NOR WAS RECRUITMENT OF THE TSS IDEAL FOR OUR BRATISLAVA STOP. MOST NOTABLE IN THIS RESPECT WAS THE PRESENCE OF TWO FIRMS WITH STRICTLY AUTOMOTIVE APPLICATIONS; UNFORTUNATELY THE AUTOMOTIVE INDUSTRY IN THE CSSR IS CENTERED IN THE CZECH REPUBLIC, NOT SLOVAKIA.
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ADVANCE PLANNING CURRENTLY UNDERWAY FOR NEXT YEAR'S TSS PROGRAM SHOULD MAKE THE POSSIBILITY OF REPEATING SUCH MISTAKES MORE REMOTE.

6. THIS OVERVIEW OF THE TSS HAS PROBABLY BEEN OVERLY HARSH. IT WAS NOT A DISASTER, BUT WE HAVE TENDED TO PAINT IT DARKER BECAUSE IT WAS LESS SUCCESSFUL THAN OUR OTHER TSS'S AND COMPARED PARTICULARLY UNFAVORABLY WITH LAST YEAR'S EXPERIENCE IN BRATISLAVA. THE EMBASSY DID REAP MANY OF THE BENEFITS HOPED FOR IN TERMS OF SLOVAK EXPOSURE AND FURTHER CONTACT WITH PLASTICS INDUSTRY OFFICIALS. WE ALSO FEEL THAT ALL OF THE FIRMS WHO PARTICIPATED PROFITED FROM THE STOP AND WERE PLEASED WITH WHAT THEY ACHIEVED IN CZECHOSLOVAKIA.
BYRNE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 07-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: PRAGUE
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1977/newtext/t19770683/aaaacukj.tel
Line Count: 113
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0592bf83-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 BUCHAREST 3599
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2248051
Secure: OPEN
Status: NATIVE
Subject: PLASTICS PRODUCTION TSS: BRATISLAVA
TAGS: BEXP, CZ
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0592bf83-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009